

Join our sales team – We're looking for experienced motor trade sales people.

About Us:

Due to continued growth and customer demand, Global Vans are looking for several exceptional sales people to join our exceptional sales team and become part of the Global Vans family.

Global Vans are one of the market leaders in online van leasing dealing with thousands of customers every year. With a rapidly expanding business, we are changing the traditional office environment, encouraging a fun, vibrant and energetic place to work. Based just on the outskirts of Bristol BS32JH our modern office has on-site parking and easy access to public transport links. If you are looking to work in a fast-paced business with a dynamic culture that rewards success, Global Vans may be right for you!

As the first point of contact for our company, your purpose is to develop new business with new and existing customers. You'll use your expertise of both vehicles and financing, to help potential customers find the best fit for their situation. You'll be expected to build a strong rapport with your customers, and above all, deliver a fantastic customer experience to them.

Your customer leads will be generated by the Global Vans marketing team and distributed to you via our internal systems or via phone. You will retain all of your customer base through your time at Global Vans and enjoy the benefits of repeat business and referrals due to your level of service and experience.

Duties:

Your main responsibilities include but are not limited to:

- 1) Taking new and existing sales leads both over the phone, via the internet and with some customers who prefer come into our office.
- 2) Being responsible for guiding the customer through our sales process ensuring you are meeting the customer's needs in line with current FCA guidelines and always treating customers fairly.
- 3) Pursuing every new business lead with tenacity and closing the deal at every opportunity.
- 4) Propose customers to finance companies and ensure the correct information is provided to both the customer and the administration department.
- 6) Answer and resolve any queries the customer may have regarding their order.

Essential:

- 2 years motor trade experience
- An ability to quickly develop rapport and meaningful relationships with key customers
- A money motivated and hardworking individual.
- An excellent and confident telephone manner.
- A quick learner with the ability to absorb new and changing information.
- Good IT literacy skills
- POSITIVE ATTITUDE

Job Type: Full-time

Location/s: Ashton, Bristol/ Hemel Hempstead, St Mellons, Cardiff.

Department: Sales

Employment type: Permanent

Start Date: ASAP

Salary: Competitive starting basic. Realistic OTE of £32k - £55k+ depending on drive and experience